

DEATHY BOARD ACCORDS EQUAL RIGHTS TO WOMAN BROKER

Establishes Revolutionary Precedent by Admitting Mrs. Gerritt Smith, Widow of Renowned Organist and Composer, to Active Membership--Recipient of Honor Is Interior Decorator as Well as Realtor--Was Once Church Singer

By HARRIET SISON GILLESPIE.

Mrs. Gerritt Smith, recently elected to active membership in the Real Estate Board of New York, has achieved a triumph that marks a milestone in the feminine invasion of business. In the past women have been elected to associate membership in the board, but never before have they been received into active cooperation as governing members of the honorable body. As a matter of fact, the proposition to do so has never before met with popular favor, owing doubtless to that inherent conservatism which still exists among so many of the older business men of the community.

For this reason the unanimous endorsement of Mrs. Smith's candidacy, when at a recent meeting her name was presented to the members by Douglas L. Elliman, one of the most conspicuously successful real estate men in New York city, is not only indicative of the complete change of heart which has come about in regard to women filling high positions in the business world, but it is pointed out, paves the way for the admission of other women to such places in the future. While there are to-day perhaps a hundred women in the realty business in New York the number of those who conduct their own business as brokers could be counted on one hand.

And what of the woman who is the modest recipient of this unusual honor? Mrs. Smith possesses a dramatic temperament. Professionally she combines the work of a realty broker with the more or less allied occupation of interior decorator. Personally she is a woman of many talents, with an enthusiasm sufficient to carry them all through to fruition if she were so minded. Her studio-office is located at 31 East Forty-eighth street, in a reconstructed dwelling over the entrance to which is a quaint sign bearing the legend, "At the Sign of the Elm Tree."

It is always interesting to trace the events that decided a person's destiny, and Mrs. Smith's case serves to show how often some purely psychological drift turns one's life into a new channel at an unexpected crisis. Her story, for it is such and many other reasons is therefore highly interesting.

Ten years ago Mrs. Smith was a solo singer in a church. She was living a quiet life, far removed from the maelstrom of a business career. To-day she is sole agent for a big suburban residential tract having a total valuation of \$2,000,000, 75% of which she has sold to special clients. She is personally responsible for the development of the exclusive colony at Tokeneke, Conn., and is reckoned as one of the cleverest realty brokers in New York city.

Mrs. Smith came from the same locality as did her husband, Gerritt Smith, who was organist of the famous Old South Church, where he met the future Mrs. Smith, then soprano soloist in the choir. Mr. Smith occupied a position of importance in the musical world and was known as a composer and a writer



WAYSIDE COTTAGE, MRS. SMITH'S HOME in the PICTURESQUE COLONY ESTABLISHED BY HER at TOKENEKE, CONN.

on musical topics as well as honorary president of the American Guild of Organists. For a time after her marriage Mrs. Smith devoted herself to her home and her music, living a life absolutely foreign to business affairs. At the end of each season, their professional duties over, Mr. and Mrs. Smith, as their daughter went to the country for the summer. One year it happened that the family occupied, at the invitation of the owners, a pretty little cottage on the fine estate of the John Sherman, Hoyts at Constantine Island, Rowayton, Conn. There they passed such a blissful few months that the following year they decided to repeat the experiment. Subsequently Mrs. Smith, in her wholehearted enjoyment of the spot, induced a number of friends to spend the summer there also. Eventually she took a 270-year-old farmhouse, renovated and redecorated it and called it Wayside Cottage. To this haven she returned after the sudden death of her husband at the flood tide of their musical career. She gave up her singing and secluded herself in the picturesque home. There one by one her friends, who had seen and admired her beautiful home begged her to furnish and decorate it, and in complying with their requests she thought she saw a way of burying the tragedy which had disrupted her professional life. This was the inception of the colony known as Tokeneke.

The property, which is a patch of wooded country lying between Boston road on the north, Long Island Sound on the southwest and the towns of Darien, Rowayton and Noroton, Conn., lying along its northern boundary, consists of some five hundred acres. The country around is steeped in historical and traditional lore, as the original settlement in this section was one of the oldest in Connecticut.

When Mrs. Smith first went there it was real country and there were on the property a number of ancient buildings of the early American farm house type. These quaint relics appealed to the weary city dweller in the light of a novelty and were, as a consequence, eagerly snapped up. After Mrs. Smith had exhausted the supply and renovated and furnished all the available houses with the charming taste for which she is noted it became necessary to build in order to meet the demand of the people who wanted to go there to live.

The colony was so picturesquely located, with the Sound at its front door and the real woods at its back, and with New York only an hour away, that naturally it wasn't long before the property began to assume a position of considerable importance in the real estate world. At this juncture Mrs. Smith was selected as the exclusive representative of the owners. From that moment her past was phenomenal.

Whatever doubts existed in the past as to a woman's ability to perform the duties of an active member of the Real Estate Board seem to have been dissipated by enlightened public opinion. Mr. Elliman, who presented Mrs. Smith's application, holds to the theory that women, in many cases, ought to be far better real estate brokers than men.

"Women," he added, by way of argument, "know the problems of their own sex pertaining to the establishment of a home, and for this reason they are able to adjust themselves to the demands of a woman client. I have known Mrs. Smith for a long time, and it was a great pleasure to be able to render her this service."

Mrs. Smith's application for active membership, revolutionary as it was, created no unusual comment on the part of the members of the board, according to Richard O. Chittick, executive secretary of the Real Estate Board. "The question was judged and decided on the merits of the applicant purely," said Mr. Chittick, "and this attitude, it seems to me, was an evidence of the open minded and the progressive spirit animating those charged with the duty of acting on such matters for the board. That other women brokers will apply for membership is beyond question."

"The idea of becoming a member of the board was first presented to Mrs. Smith by William J. Brede, whose efficient work as head of the board's membership bureau had added some 30 names to the membership list during the last few months."

"There is every reason why women brokers, subject to the necessary provisions for admission, should take advantage of membership in the board. Their activities are largely, though not entirely, directed to apartment and dwelling transactions, and it seems logical that in this field they should be eminently qualified to succeed."

Henry Brady will sell at partition sale on Tuesday, April 26, in the Vesey Street Exchange, under the direction of Frank J. Coyle, referee, twenty-four Bronx lots on Boston road, East Chester road, Tillotson and Westview avenues; also a five story tenement and store at 1037 Teller avenue, corner of 185th street, and a one story garage at 112 to 118 West 105th street.

An example of the rapidly with which the housing shortage may be overcome was given a short time ago by the Lumbermen's Association of Chicago when thirty workmen employed by the association erected a five room bungalow in four hours. The men started work on a foundation in readiness at 7 A. M. and completed the house at 5 P. M. The task included installation of electrical and plumbing fixtures and decoration of the interior of the house. N. C. Mather, president of the association, said the bungalow was erected to show the public what can be done with lumber, how well it can be done, and at the same time demonstrate that "a home to-day is within the reach of every average wage earner."

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John F. McKoon, of the Wood, Dolson Company, Inc., leased for Dr. Edwin Cludlip to Dr. Paul Henry Zagat the seven story Cosmos Building, 167 West Seventy-first street, and the adjoining dwelling at 165. The lease is for twenty-one years at an aggregate rental of about \$400,000. Dr. Zagat will demolish the dwelling and construct a seven story building to be used exclusively as dental offices.

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A Badgered Householder. Outside a trim little villa in a thriving suburban community there stands a conspicuous sign which reads: "This house is NOT to let." The sign is an impressive commentary on the stringency of living accommodations in the outlying sections. Its very existence suggests a badgered and irritable householder ready to receive the next caller with a stick or bucket of water. One can imagine a rumor getting abroad that a tenant was moving, then a steady flow of inquiring house hunters, and finally the despairing decision to announce that the house was not for rent. The sign is in the hope that the annoyance would cease. The sign is just one step ahead of bodily harm.

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Transplanting a Bit of Picturesque England

TO SELL HAVEMEYER PLACE. A. C. Sheridan Will Auction Estate of Sugar King in Greenwich.

The property of the late H. O. Havemeyer, known as Merrilbrook Park, in Greenwich, Conn., is to be offered at auction on Saturday, May 14, by Arthur C. Sheridan. Merrilbrook Park consists of 350 acres on Stanwich road and Mianus River, and is surrounded by many large estates. Mr. Sheridan will also sell seven new dwellings for the Havens estate at Sag Harbor, L. I., consisting of a furnished residence and a large water front.

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\$1,500,000 Estate Brings \$470,000 at Auction Sale

Standing on a walnut table in the state main hall of White Eagle, the Alfred I. du Pont mansion, at Roslyn, L. I., Arthur C. Sheridan, auctioneer, yesterday sold the house and the 250 acres of beautiful country surrounding to the highest bidder for \$470,000. The ostensible buyer was David T. Layman, Jr., who, according to Mr. Sheridan, represented Howard C. Phillips of Westbury. The knockdown price was regarded by those present as an amazing bargain, inasmuch as the value of the property had been placed by the auctioneer at \$1,500,000. Only a short while ago it was whispered Mr. du Pont received an offer of \$850,000.

The main hall was thronged by several hundred persons, many of them prominent society folk. There were but a few bidders, however. The first offer was only \$100,000, but the auctioneer refused to take this seriously and the next bid of \$200,000 was made by Edmund Randolph. From that point on the price rose through a series of about bids to the sum finally obtained. Charles Steele of J. P. Morgan & Co. bid \$370,000. Among those who attended the sale were Paul D. Cravath, Frank L. Crocker, Whitney Kernochan, F. R. Appleton, Mr. and Mrs. Joseph E. Davis and Beckman Winthrop.

In several respects the auction was one of the most remarkable ever held. The value of the estate to begin with placed it outside of the class of property usually sold under the hammer. It is estimated that only a dozen buyers in the United States could afford to take over and maintain a property of this kind. The estate was assembled by Mr. du Pont for his second wife, Alicia du Pont, who died a few days before the property was finished. Mr. du Pont never occupied the house.

The mansion is of the Georgian type and was designed by Carrere & Hastings. The furnishings were supplied by Charles of London, who made an extensive trip through England to collect the rare antiques and ancestral treasures which now adorn the interior of the house. There is a private golf course and a natural lake on the property, which adjoins Harbor Hill, the home of Clarence H. Mackay, on the north, and the estate of Harry Payne Whitney on the south.

Other Residential Deals. C. J. Quinlan of Wood, Dolson Company, Inc., sold for Mrs. Helen Hendrichs the four story dwelling 24 West Seventy-fifth street, 52x100, between Columbus avenue and Central Park West, held at \$45,000. The buyer will alter the property into small suites. Pease & Elliman sold for N. J. Kaumann the four story dwelling, Eliza 102, at 39 West Seventy-third street. This is one of the Clark estate row and was bought by the seller through the same broker last May. M. H. Galliard & Co. sold for the Clark estate, represented by Brown, Wheelock Company, the four story residence at 69 West Eighty-fifth street, to Mrs. H. B. Pinter; also for Annette Nigra the four story residence at 100 West Eighty-fifth street, and for the Drive Holding Company to Mrs. Ruth Hale, the three story residence at 333 West Eighty-fifth street, \$15,000.

Coughlan & Cliney sold for Ernest Bullowa the four story dwelling at 25 West Eighty-second street.

More Apartments for L. I. City. James E. Clinch, who has erected a large number of houses in Brooklyn, through Joseph P. Day, purchased from the William G. Park estate, a plot of 1.2 acres on the east side of Fourth avenue, one hundred feet north of Jamaica avenue, Long Island City. It is Mr. Clinch's intention immediately to improve the lots with apartment houses.

To Develop Harrington Park Plots. E. L. Daring, formerly of Paris, has arranged with the Farmers Loan and Trust Company, trustee to dispose of the remaining 127 building plots in Harriott, Harrington Park, Bergen county, N. J. The attractive small homes will be built on this restricted property, which was laid out for S. Carman Harriott 2d by Vaux & Co., celebrated landscape architects.

Suburban Transactions. The Palmer estate in the Kings Point section of Great Neck, valued at \$200,000, has been sold to August Jansson through J. G. Wolf. The estate includes eleven and a half acres and a plot of the shore places of Great Neck. John W. Klier, the seller, recently acquired it through the same broker.

John F. Scott rented for Mrs. Maurice La Montagne her place of three acres on Meadow Lane, Lawrence, L. I., to Mrs. W. H. Ely, and for Lillian D. Sealy and Marian L. Combs their cottage known as Avalon, at Lawrence, L. I., to Henry B. Barnes, and with Philip Rhinelander 2d, the country place and farm of 100 acres at Cold Spring, L. I., for Thomas F. White to Amory S. Carhart.

Realty Jottings. Joseph Palella is the buyer of the plot, 100x100, at the southeast corner of Riverside Drive and 143d street, reported sold yesterday by Slavson & Hobbs for Daniel B. Freedman and Alfred M. Rau. An apartment will be erected.

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OFFERS HOME SITES IN THREE COUNTIES

B. L. Kennelly Will Hold Memorable Lot Sales During Next Three Weeks.

Opportunities to buy building lots in the Kings Highway section of Brooklyn and Pelham Bay Park section of the Bronx and in the Van Cortlandt Park section of Yonkers will be offered to the public by Bryan L. Kennelly during the next three weeks. The largest of these sales, that of 850 lots in the Kings Highway section, will be held on Saturday, May 7. The property is near the Utica avenue car line, which connects with the Eastern Parkway subway line. Half the lots have sidewalks, curbs and sewers and are situated on avenues C, H and I, Ralph avenue, Kings Highway and East Fifty-third and Fifty-ninth streets. On May 14 Mr. Kennelly will sell 600 lots near the subway terminal in the attractive Pelham Bay Park section. Trains are now in operation to the terminal, but as yet the section has not been exploited by speculators or builders. This means that there is more than the usual good opportunity for the investor to step in and buy lots at rock bottom prices and to take profits when the building boom sets in a little later. Perhaps the most interesting of the five auctions from a historical standpoint will be the sale of 130 lots for the heirs of the famous Jumel estate at Caryll on the Putnam division in South Yonkers to be held in Philipburg Hall, Yonkers, on April 30. The estate has held the property for generations. One of the heirs living in France has asked for an immediate liquidation of the estate, which makes it possible for the home-seeker to procure a building lot at his own price.

2,176 LOTS IN BRONX AND QUEENS OFFERED

When the late William G. Park, steel magnate, purchased a considerable tract of land in Long Island City on an acreage price basis some years ago he showed a degree of courage and foresight which few real estate investors possessed at that time. His faith in the possibilities of property in that neighborhood has been justified by recent developments, but it will receive a more adequate test on Saturday, May 7, when Joseph P. Day will offer at auction 1,200 lots belonging to the Park estate and others.

The lots are located along the line of the Washington avenue, Broadway, Grand avenue and Hoyt avenue stations in Astoria, Long Island City, on the Astoria division of the Interborough and B. R. T.-Broadway dual rapid transit subways; also on the route of the Second Avenue (Manhattan "L") extension, the Queensboro Bridge electric surface car line and the trolley lines that operate from the East Ninety-second street (Manhattan) and Astoria ferry.

The sale, which has been ordered by Hon. Francis K. Pendleton, trustee, and the Farmers Loan and Trust Company, executors, will be held under a large tent in Grand avenue, between Sixth and Seventh avenues, Long Island City.

Among the other important properties which will pass through Mr. Day's busy auction mill in the near future are 1,757 acres of high wooded land, with a large lake frontage, near Wurtsboro, Sullivan county, N. Y., which are to be sold at absolute auction on May 14 at 2 P. M. on the steps of the court house at Monticello, N. Y. This property is to be sold for the estate of Anna S. Smith, and, according to Mr. Day, would be especially fitted for the purposes of a camp, cottage development, hotel, club or sanitarium.

On the same day a member of Mr. Day's organization will offer for sale on the premises 807 lots in the Queens Neck and Long Island Sound section of the East Bronx belonging to the estate of George Bruce Brown. In connection with this sale Mr. Day is distributing a pamphlet entitled "How to Have Your Lots Cost You Nothing Through Tax Exemption." The property includes nearly a half a mile of water frontage on the Long Island Sound and is situated in the exchange at 14 Vesey street forty-five lots and one large dwelling at Flushing for the Bogert estate.

VILLAGE GEMS TO BE SOLD AT AUCTION

Chance to Buy Fine Old Colonial Homes Comes to Artists and Others on April 28.

By VINCENT C. PEPE.

Greenwich Village is to-day the most active real estate centre of the city. No other section has shown so great a development in recent years. It has many manifest advantages. Its location is quiet and comfortable. Its shopping districts are within easy riding or walking distance, with seats in the cars assured at all hours. The neighborhood is quiet and full of genuine charm and atmosphere.

The houses, which belong to the best period of American architecture, lend themselves readily and inexpensively to alteration. The simple and beautiful lines of the Colonial woodwork and fireplaces give a restful dignity to the rooms, while the high ceilings of old, contribute to the sense of spaciousness to the apartment. These old houses are so well built that they are warm and cozy in winter, cool in summer. They provide, moreover, a centrally located dwellings in delightful neighborhoods at minimum cost.

An opportunity for artists and others to buy genuine old Colonial houses in this charming section of the city will be given to the public when the holdings of the Alantaur Realty Corporation will be sold at auction on April 28 by Joseph P. Day. The following is descriptive of the properties to be sold:

The houses at 5-11-12-13 St. Luke's place are all remodelled and rented as studio apartments. The properties face Hudson Park and are near the new Seventh avenue subway extension. Nos. 59-61 Morton street are two four story Colonial houses, Nos. 59 and 61 formerly occupied by A. T. Stewart as his residence. The houses at 2 to 10 Grove street, formerly known as "Pig Alley," include five two story structures of Colonial design, close to St. Luke's Church, one of the "Village" landmarks.

The offering includes houses already made into modern apartments advantageously rented and sure to increase in value as the neighborhood continues to improve; also houses in poor original condition, capable of improvement by the purchaser at a reasonable cost or an investment, at moderate cost.

Whether bought for occupancy or investment, these houses present an opportunity to acquire, at far below the prevailing values, property that will inevitably grow in value every year for a long while to come.

What has been done so far in this section is only the beginning of a vast improvement. Backed by such important interests as the Farmers Loan and Trust and other great estates, which have millions already invested in the neighborhood, Greenwich Village is destined to become one of the most important and desirable sections of the kind in New York.

Odd Paragraphs From the World's Real Estate News

The old frame church, used by a Roman Catholic congregation of Brooklyn since 1833 had been moved to one side to allow for the construction of a modern edifice with a larger seating capacity. Moving a huge frame building that had been erected in three sections several decades ago was not an easy task. The house movers managed to keep the church intact, but certain beams had spread a bit and it was decided to defer holding services in it for another week.

The next move was to obtain a temporary place of worship. It was Saturday. The only place in the neighborhood capable of housing the congregation was a handsome new theatre owned by a Hebrew. Learning of the plight of the church the Hebrew offered the use of the theatre. The offer was quickly accepted.

On Sunday the theatre, with its seating capacity of 1,600, was crowded at each of the masses, and the proprietors, to the theatregoers. Some one had thought of housing the congregation in a handsome new theatre owned by a Hebrew. Learning of the plight of the church the Hebrew offered the use of the theatre. The offer was quickly accepted.

When 'tenant Becomes Landlord. In 1915 he paid a rental of \$25 a month for five rooms and bath. In 1921 the same flat cost him \$45. "The only way to beat the landlord is to buy a home," said he to himself. Within two weeks he became the owner of a two family house, for which he had paid \$9,000--\$2,000 in cash. The interest on his mortgages alone amounted to \$400, and with taxes, insurance, repairs, etc., the annual outlay is close to \$700. Notwithstanding that he pays himself only \$30 a month in rent. You see, since he became an owner he has a different view concerning the rights of landlords. He has shifted the greater portion of the burden on to his tenant.

A Badgered Householder. Outside a trim little villa in a thriving suburban community there stands a conspicuous sign which reads: "This house is NOT to let." The sign is an impressive commentary on the stringency of living accommodations in the outlying sections. Its very existence suggests a badgered and irritable householder ready to receive the next caller with a stick or bucket of water. One can imagine a rumor getting abroad that a tenant was moving, then a steady flow of inquiring house hunters, and finally the despairing decision to announce that the house was not for rent. The sign is in the hope that the annoyance would cease. The sign is just one step ahead of bodily harm.